



Geelong Terminal

FILE No:	_____
DOC:	_____
MARS/PRISM:	_____

The General Manager
Adjudication Branch
Australian Competition and Consumer Commission
P.O. Box 1199
Dickson ACT 2602

19th March 2007

Dear Sir

I am writing to express my support for GeelongPorts recent application to the ACCC for an exclusive dealing arrangement.

Graincorp operates its own wharf and ship loading system (exports only) within the Port of Geelong. Graincorp has extensive storage facilities and can receive grain and other products by both rail and road. Graincorp has an association with the fertiliser importation business providing both short and long term storage for a range of fertiliser companies over the last three years.

This fertiliser is typically imported across Lascelles wharf and delivered by road to Graincorp's storage facilities which are able to handle the higher discharge rates (and subsequently delivery rates) that the figee cranes provide when compared to ships gear.

The recent drought has seen domestic grain receivals into Graincorp's facilities and consequently exports of grain fall significantly. This has opened up the opportunity to import grain and meals – both domestic and overseas to meet market needs, by utilising Toll GeelongPorts wharves and Graincorps grain handling and storage capability expertise.

Toll GeelongPort and Graincorp have been working together to attract import grain and meal trade across Lascelles Wharf. The figee crane, by way of their reliability and high discharge rates, offer a competitive price resulting in some trade being attracted to Geelong that would otherwise have been directed through other ports, typically Melbourne.

GrainCorp Operations Limited

ABN 52 003 875 401

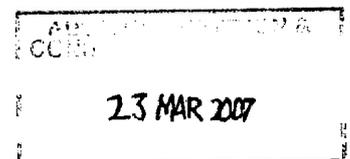
GEELONG TERMINAL

McLeod Street, North Geelong, Vic. 3215

PO Box 360, North Geelong, Vic. 3215

Telephone: (03) 5247 1111 Facsimile: (03) 5278 5527

www.GrainCorp.com.au





Geelong Terminal

Should the utilization of the figee crane decrease and consequently unit rates increase the productivity gains and the competitive price that the figee cranes offer will be lost and the overall performance of the Port of Geelong will be diminished.

Graincorp supports GeelongPort's exclusive dealing arrangement as it is in the best long term interest of the Port, of which Graincorp is an integral part.

Yours Faithfully

Shaun Williams
GrainCorp Geelong Terminal Manager

GrainCorp Operations Limited

ABN 52 003 875 401

GEELONG TERMINAL

McLeod Street, North Geelong, Vic. 3215

PO Box 360, North Geelong, Vic. 3215

Telephone: (03) 5247 1111 Facsimile: (03) 5278 5527

www.GrainCorp.com.au